

Michael L. Sharp, R.Ph.

Education/Licensure

Butler University-Bachelor of Science in Pharmacy, 1993
Indiana Professional Licensing Agency/Indiana Pharmacy License #26018040
Carmel High School 1988

Professional Experiences

SharpRx Pharmaceutical Consultation Services (2006 to present)

President/Owner-Pharmaceutical related consultation services including but not limited to: cost containment opportunity evaluation, data warehouse consultation, drug file management and clinical program configuration, drug rebate process improvement, interim pharmacy director services, litigation analysis, maximum allowable cost program refinement, organizational efficiency and workflow consultation, pharmacy auditing analysis and enhancement, pharmacy claims processing implementation and integrity review, coordination of benefits review, plan benefit design and preferred drug list consultation, prior authorization quality assurance, statement of work and RFP development.

State of Indiana (July 2007 to February 2010)

Indianapolis, IN

Director of Pharmacy for Indiana Medicaid-Responsible for oversight of the Indiana Medicaid pharmacy benefit. Accountable for all aspects of pharmacy benefit administration including budgeting, staff supervision, compliance with all State and Federal laws and contractor performance related to drug rebates, clinical services, prior authorization, claims processing, reimbursement/maximum allowable cost program and implementation of new program initiatives.

Key Accomplishments-Indiana Medicaid (2004-2010)

- Fiscal performance-\$192.5 million under budget for SFY2006 through SFY2010
- Implementation of the pharmacy consolidation/pharmacy carve-out effective 12/31/2009
- Oversight of the nation's most comprehensive and efficient state maximum allowable cost program (including hemophilia blood factor rates) derived from monthly pharmacy acquisition cost surveys
- Positioned Indiana as a national leader in the evaluation of the AMP derived Federal Upper Limit (FUL) and the implementation of NDC collection for procedure coded drug claims
- Increased the generic dispensing rate from 54% to 81%
- Expanded the Preferred Drug List (PDL) from 54 to 80 therapeutic classes and led the development of poly-pharmacy and quality edits associated with the Mental Health Quality Advisory Committee
- Implementation of the Indiana Supplemental Rebate program
- Development and implementation of the Indiana concurrent pharmacy auditing program
- Achievement of all-time high rebate collection rate
- Development and implementation of a comprehensive pharmacy data warehouse utilizing Business Objects
- Expanded internal pharmacy staff from 1 pharmacist to 4 pharmacists and one pharmacy technician
- Created comprehensive policy and procedure library
- Met all state and federal statutory requirements

SharpRx/State of Indiana (September 2006 to June 2007) *Indianapolis, IN*
Pharmacy Benefit Consultant for Indiana Medicaid-Continuation of similar services previously provided through Analysts International. Emphasis on RFP development and procurement of PBM services contractor, change request management/consultation related to the pharmacy claims processing system, and enhanced of pharmacy related reporting tools. Extensive involvement in all aspects related to the Federal Deficit Reduction Act of 2005, including the new Federal Upper Limits for covered outpatient drugs and National Drug Code requirements for HCPCS coded claims.

Analysts International/State of Indiana (September 2004 to August 2006) *Indianapolis, IN*
Pharmacy Benefit Consultant for Indiana Medicaid-Provided operational consultation services as related to the following program components and related projects: EDS pharmacy claims processing implementation/transition from ACS, Medicare Part D implementation, legislative analysis, state maximum allowable cost program enhancement and monthly review, cost containment and program management improvement, pharmacy auditing consultation and proposal of concurrent auditing process, pharmacy Business Objects universe design and reporting implementation, PDL and supplemental rebate recommendation review, pharmaceutical industry collaboration, review of state plan amendments, RFP development, contract pricing and statement of work collaboration, pharmacy student mentoring, participation in meetings of the Indiana Pharmacist Alliance, Indiana Drug Utilization Review Board, Mental Health Quality Advisory Committee, and the Indiana Therapeutics Committee.

ACS State Healthcare/State of Indiana (May 2004-August 2004) *Indianapolis, IN*
Senior Account Manager-Responsible for ACS account administrative activities related to the Indiana Medicaid fee-for-service pharmacy program contract. Collaborated with the Office of Medicaid Policy of Planning in the implementation of the Indiana Supplemental Drug Rebate program and other miscellaneous cost containment initiatives. Participated in meetings of the Indiana Pharmacist's Alliance, Indiana Medicaid Drug Utilization Review Board and the Indiana Therapeutics Committee.

Facts and Comparisons/Medi-Span/Wolters Kluwer Health (May 2003-May 2004) *Indianapolis, IN*
Drug File Manager-Responsible for the direct oversight of 5 editorial staff members including two clinical pharmacists. Product oversight included high profile integrated clinical data products utilized for the detection of drug-drug, drug-food, and drug-alcohol interactions in multiple settings including hospitals and outpatient pharmacies. Responsible for management and ongoing maintenance of state formulary files including referential classification of prior authorization classes, preferred drug lists, state maximum allowable cost limits, and federal upper limits for 49 states and the District of Columbia. Developed extensive knowledge of multiple Medicaid programs and cost containment approaches. Project manager for the development of the internal pharmaceutical information document management system. Established expertise in the processes surrounding the development and maintenance of AWP pricing, electronic prescribing initiatives, drug information collection, integrated data management and evidence based prescribing software.

Health Care Excel (Aug 2002-May 2003) *Indianapolis, IN*
Director of Pharmacy Benefit Management-Responsible for the administration and application of the Indiana Rational Drug Program for the Indiana Medicaid Fee for Service program, prior authorization for prospective drug utilization review edits, and other miscellaneous cost containment programs for the Indiana Medicaid population. Supervised a staff of 16 reviewers including registered nurses, a pharmacist and pharmacy technicians. Implemented prior authorization for severity level 1 drug-drug interactions, therapeutic duplication and high-dosage prospective DUR edits. Regular presenter at the Indiana DUR board and provider of program information to the Indiana Therapeutics Committee.

Hoosier Enterprises (May 2001-Aug 2002)

Indianapolis, IN

Long Term Care Pharmacy Operations Manager-Responsibilities included the design and implementation of compliance policies, processes, and procedures for pharmacy operations involved in the servicing of 35 nursing facilities and 4000 beds. Duties included direct oversight and management of 36 direct reports and 7 pharmacists. Implemented standard service level agreements that specifically outlined the provision of pharmacy services to nursing facilities. Developed and maintained role descriptions for all members of the pharmacy staff in an effort to maximize pharmacy efficiency and sense of employee empowerment. Initiated and attended quarterly meetings with pharmacy personnel to identify areas for improvement in performance. Explored and developed programs to maximize revenue and profitability for pharmacy services. Implemented software solutions from 3rd party vendors necessary to maximize pharmacy efficiency and better service customer needs. Met with facility representatives on a quarterly basis along with the designated consultant pharmacist in order to understand quality assurance deficiencies and create action plans to address those deficiencies.

Eli Lilly and Company (1997-2001)

Indianapolis, IN

Intercontinental Regulatory Affairs-Project leader of the Eli Lilly corporate regulatory product development database, Regulatory Activity Planning and Tracking System (RAPT), which maintained the corporate drug dictionary and global drug registration status attributes. Responsibilities included the establishment and implementation of the long-term vision of RAPT, the implementation of global business processes for RAPT, the development of metrics surrounding the use of RAPT, and the management of daily operations for the RAPT administration team. Enhanced knowledge base related to global drug registration requirements. Served as a liaison to the business integration efforts of the SAP Global Business Integration Project (GBIP). Voting member of the global regulatory information technology steering committee. Business Objects (Web Intelligence) administrator.

Worldwide Pharmacovigilance and Epidemiology-Regulatory Associate responsibilities included the management of expedited adverse event submissions to global regulatory authorities and clinical investigators, database change control administration, oversight of the unit/regression/client acceptance testing, external system interface (ESI) mapping, database support and troubleshooting, policy and procedure creation/revision, and production/generation of ad-hoc queries from the global adverse event database utilizing Business Objects. Developed a solid knowledge of global adverse event regulations, clinical trial processes and FDA drug approval requirements. Performed individual patient adverse event case management and physician follow-up for Zyprexa (olanzapine) as well as other Eli Lilly and Company marketed products.

PCS Health Systems (Lilly subsidiary)-Prescription Benefit Manager-Clinical Pharmacist responsibilities included clinical consulting/academic detailing of targeted physicians and nurses as related to cost-effective drug therapy for five high dollar therapeutic classes for commercial clients. Utilized post-marketing economic outcome studies to influence prescriber decision-making, increase adherence to the PCS Preferred Drug List, and performed therapeutic substitution for individual patients.

Outpatient Pharmacist, Hooks/Revco, Meijer (1993-1997)

Indianapolis, IN

Performed patient counseling, drug utilization, dispensing and managerial activities in high volume outpatient pharmacy settings. Applied pharmaceutical knowledge to answer questions from health care practitioners. Exemplified the ability to administer and understand the complexities of third party reimbursement plans. Interpreted and processed medication orders for long term care facilities. Preceptor for Butler University pharmacy students introducing them to the daily job responsibilities of a pharmacist.

Professional Awards

Eli Lilly and Company

- Global Targeted Auditor Program (TAP 2000 Arthur Andersen)
- Global Regulatory Award (Measured Risk Taking 1999, 2000)
- Global Regulatory Award (Implementing Innovation 2000)

Professional Alliances/Activities

- American Medicaid Pharmacy Administrator Association, Post AWP Pharmacy Pricing and Reimbursement White Paper, Working Group Participant 2009
- Centers for Medicaid and Medicare Services, Pharmacy Technical Advisory Group 2008, 2009, 2010
- Indiana Mental Health Quality Advisory Committee, Chairman 2009
- Indiana Project Lead-AHRQ Atypical Antipsychotics Use in Kids project 2008, 2009
- Electronic Prescribing Committee-PharmaTAP 2008, 2009
- Pharmacy Quality Alliance (PQA) Technical Advisory Committee 2008, 2009
- Zynchros Technical Advisory Group, Claims Adjudication 2008, 2009
- American Medicaid Pharmacy Administrator Association 2006-2010
- Centers for Medicare and Medicaid Services, Advanced Pharmacy Concepts, Medicare Part D Formulary Reviewer 2005
- American Heart Association Get With The Guidelines Planning Committee 2005-2009
- National Council on Prescription Drug Programs (NCPDP) 2004-2005
- Medical Error Recognition and Revision Strategies, Clinical Reviewer 2003-present
- Indiana Pharmacist's Alliance 2001-2005
- Indiana Society of Health System Pharmacists 2001-2005

Notable Presentations/Testimony

- 2009-Data Niche/IMS Drug Rebate Conference: Indiana Medicaid Pharmacy Overview
- 2009-Indiana Senate, Health Finance Committee-Pharmacy Consolidation/Carve Out Overview
- 2009-Indiana Select Joint Commission-Pharmacy Consolidation/Carve Out Overview
- 2008-Eastern Medicaid Pharmacy Administrator Association: Indiana Pharmacy Program Update
- 2008-Guest lecturer, Purdue University School of Pharmacy: Indiana Medicaid Pharmacy Overview
- 2007-Center for Medicaid and Medicare Services: Presentation to CMS and 50 State Pharmacy Directors-Indiana Approach to the New Federal Upper Limit
- 2007-Indiana House of Representatives, Ways and Means Committee-Dispensing Fee Survey and Preferred Drug List Statutory Change
- 2007-Indiana Senate Health Finance Committee-State Maximum Allowable Cost Statutory Change
- 2005-Indiana State Medical Association Annual Conference: Medicare Part D, Overview and Implications for Physicians
- 2005-Indiana Pharmacist Alliance: Medicare Part D, Implications for Pharmacists
- 2004-Medi-Span User Group Presentation: Prospective Drug Utilization Review Algorithms, Drug Interaction Screening Enhancements
- 2001-Deepen Your Regulatory Expertise: RAPT Business Processes and Application Overview
- 2001-Butler University College of Pharmacy: Opportunities for Pharmacists in Pharmacovigilance and Epidemiology

Technical Skills

Microsoft Networking, Drug File Management (First DataBank/Medi-Span), Business Objects Data Analysis, Lotus Notes, PowerPoint, Word, Excel, Access, Outlook, client acceptance testing, Pharmacy Benefit Management software, Clinical Trial Management Software (IMPACT), Pharmacovigilance Management Software (Clintrace, Argus, Clinarium), Document Management Software (Documentum, Sharepoint), Retail and Long Term Care Pharmacy Dispensing Software (QS-1: Primecare, PDX).

Other Current and Past Activities

President of SharpRx Pharmaceutical Consultation Services, Inc. 2006-present

Carmel Dad's Club coach 2004-present

President of Spring Mill Place Homeowner's Association 2002-2008

Co-owner of Bulldog Properties LLC, a rental property company 2001-present

Member and officer of Tau Kappa Epsilon fraternity 1988-1993

References available upon request